
Integrity - Service - Excellence

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**ESC President's
Forum Working
Group**



Break-out Group #1

Report for 7 Nov 01

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- **no money**
- **previous President's Forum efforts -- results?**
- **Accountability**
 - **metrics**
 - **Incentives**
- **Partnership means having Industry inputs**
- **Lack of understanding on Industry market right now**



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Observations

- **No common processes on decision making for building C2 systems**
- **Definition of Enterprise not clear**



What is the problem set?

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- **C2 Enterprise Integration?**
- **C2 Acquisition?**
- **Industry relations**
- **\$\$**



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Thread and Problem Statement

- **C2 Enterprise Integration**
 - **Partnerships**



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Common Vision

- **What is C2 Enterprise Integration?**
 - **Don't use what you gave today, rather**
 - **Implementation characteristics**
 - **End picture**
- **What is role and value of ESC in achieving in achieving C2EI (other than IPTs)?**
- **What's valuable to ESC?**
- **What does integration cost, and where do the dollars come from?**



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Visioning - cont'd

- **What's valuable to Industry?**
 - **Insights**
 - **Help AF succeed**
 - **Funded steady customer**
 - **Large technical model for other customers**
 - **Business Target**
 - **Shows business case**
 - **Simplifies business base**



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Visioning - cont'd

- **What is the market right now in Industry?**
 - **Where is Industry at today (as of Nov 30th)?**
- **What can we do for each other?**
 - **Share model/best practices**
 - **Help educate workforce**
 - **Employee exchanges**
 - **Seminars on processes**
 - **Find money for C2EI**



Visioning - cont'd

- **What does ESC want out of Dec 13th Pres Forum?**
 - **Industry advice and comfort level**
 - **Sources of money**
 - **low-hanging fruit**
 - **What technology and processes can ESC use to achieve success?**
 - **How can ESC do it better/faster?**
- **What does Industry want out of Dec 13th meeting?**
 - **Near-term -- insight, confidence, viability of program**
 - **long term -- investment \$\$, business plan**
 - **where does ESC fit into future business plans**



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Recommendations for C2EI

- **Start with what ESC owns, integrate those elements**
- **Focus: too large with too little control**
 - **Small chunks with better definition**



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Partnerships

- **Context brief**
- **business case decision process**
- **How industry partners**
- **Outside contracts is the issue**
- **Principles**
 - **Common vision and objectives**
 - **Trust**
 - **Mutual benefit and risk**
 - **Business case**



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Truths

- **Follow the money!**
- **You can't teach a pig to sing!**
- **Why appoint a single manager when a flight of four helps spread the blame?**



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Agenda Ideas

- **Open forum**
- **Pre-questions/read-aheads**
- **Where are the dollars?**
- **What's the expected outcome?**
- **How are partners to get there?**